





TARANDAL CASESTUDY

TARAMANDAL is a startup established in the year 2023, that endeavors to pioneer orbital vehicles (satellites) that prevent debris formation, fostering a clean and sustainable outer space. We are currently building India's and APAC's first Reusable Orbital Vehicle Co-RTV feature integrated facilities for orbital operations, synthesis and In-space manufacturing, all delivered in a cost-effective manner, aligning with our commitment to innovation and environmental stewardship.

CHALLENGES

Before joining the **AIC T-Hub Space Tech Program**, the founders needed more visibility in the competitive space industry, which hindered their ability to attract investors and partners. They also encountered difficulties refining the product-market fit, accessing cutting-edge resources, and navigating the complex regulatory environment, which are the essential pointers.

JOINING THE PROGRAM

Recognising these challenges, the founders joined the AIC T-Hub Space Tech Program to overcome barriers to growth and success. The program offers startups access to a vast network of industry experts, mentors, and potential investors, providing the necessary visibility and credibility. Additionally, it helps startups in

refining their business models, product development, and navigating regulatory complexities, ultimately positioning them for long-term success in the space industry.



PROGRAM JOURNEY

The AIC T-Hub Space Tech Program proved to be a game-changer for the startup. Through their participation, they gained invaluable mentorship that helped them to fine-tune their product-market fit and streamline their business strategy, ultimately enabling them to align their offerings more effectively with market demands. The AIC T-Hub Space Tech Program was instrumental in our journey. It provided us with the necessary visibility and opened doors to resources and networks that significantly advanced our growth.

THE OUTCOME OF THE PROGRAM

The AIC T-Hub Space Tech Program contributed to the startup's growth and success. **Here are the key outcomes:**



Expanded network by connecting with key industry stakeholders and potential partners.



Refined their go-to-market strategy, resulting in a higher customer acquisition rate.



Increased team size by hiring top talent recommended by program mentors.

CONCLUSION

This case study exemplifies how the AIC T-Hub Space Tech Program can catalyse the growth and success of startups in the competitive space industry. AIC T-Hub continues to play a pivotal role in accelerating innovation and fostering entrepreneurship in India's startup ecosystem by extending support in the form of resources, mentorship, market access and connections.